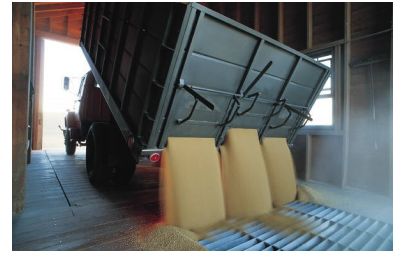
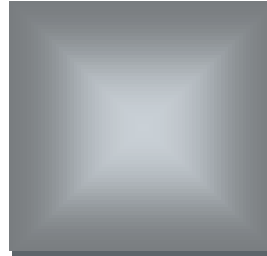


2018 IOWA INDUSTRY PROFILE

WHOLESALE TRADE

IOWA WORKFORCE DEVELOPMENT



Executive Summary

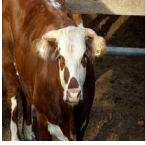
In 2017, the **Wholesale Trade** sector comprised 4.3 percent of all public and private sector employment in Iowa, employing 66,501 workers with an average annual wage of \$63,280. This wage was 37.3 percent higher than the statewide average of \$46,073 for all industries. Over the last decade from 2008 to 2017 wages have increased each year

However, employment in this industry has shown both gains and losses over the same period. Employment has dropped every year from 69,296 employees in 2013 to its current level of 66,501, a decline of 4.0 percent. All told, the sector has only gained 418 jobs (0.6 percent) since hitting a rock bottom of 66,083 in 2010.

Employment in this sector tends to be higher in counties in the northern half of the state due to a higher number of grain elevators and greater ethanol production.

Men hold a strong majority of the jobs in this industry, making up 76.3 percent of wholesale trade employment in 2017.





WHOLESALE TRADE IOWA INDUSTRY PROFILE

What is Wholesale Trade?

This sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The merchandise described in this sector includes the outputs of agriculture, mining, manufacturing, and certain information industries, such as publishing.

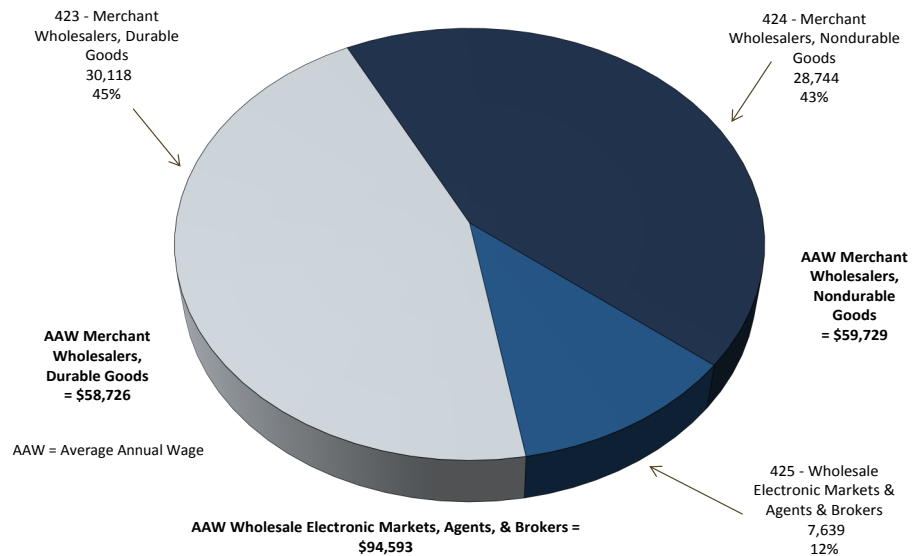
The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of (a) goods for resale (i.e., goods sold to other wholesalers or retailers), (b) capital or durable non-consumer goods, and (c) raw and intermediate materials and supplies used in production.

Source: www.bls.gov/cew/bls_naics/bls_naics_app.htm

2017 Industry Breakout by Employment in Iowa

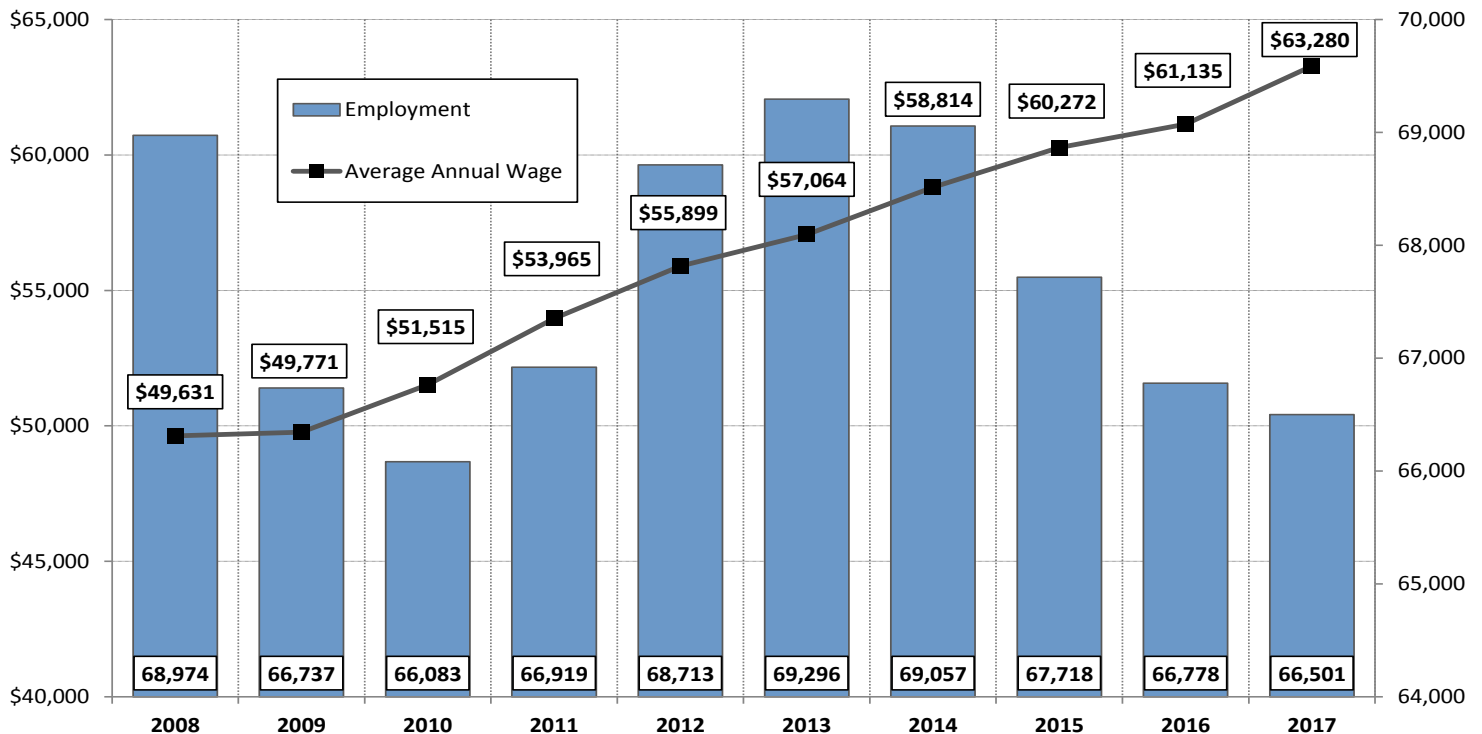
Wholesale Trade NAICS Industry Coding

Percentage Employed and Average Annual Wage by Subsector



Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

2008–2017 Employment in Wholesale Trade in Iowa



Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

WHOLESALE TRADE IOWA INDUSTRY PROFILE



Examples of Major Wholesale Trade Employers

Name of Company	Industry
Du Pont Pioneer	Misc. nondurable goods merchant wholesalers
Martin Brothers Distribution	Grocery and related product wholesalers
Pech Optical	Professional & Commercial equipment wholesalers
Sysco Iowa	Grocery and related product wholesalers
US Foods	Grocery and related product wholesalers
Van Diest Supply	Misc. nondurable goods merchant wholesalers

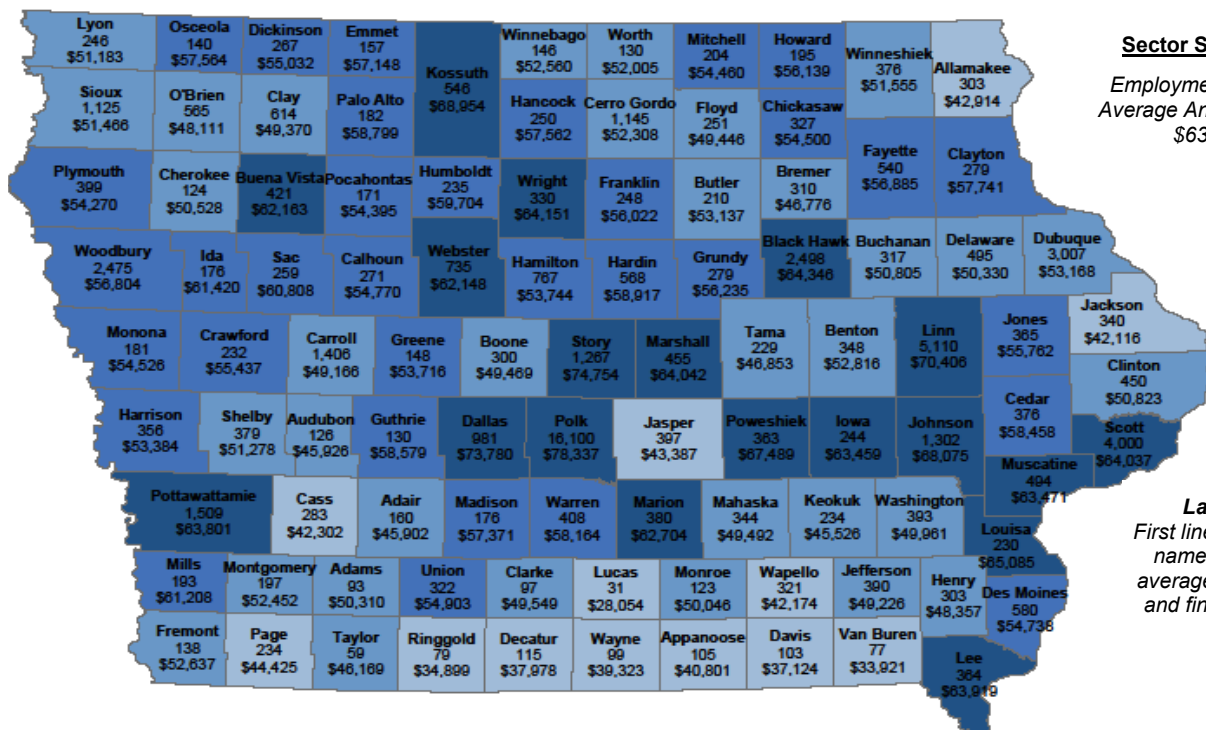
Source: www.iowaworkforcedevelopment.gov/employer-database

Employers

In 2017, there were 7,555 establishments in the **Wholesale Trade** industry across Iowa. **Electronic market and agent broker wholesalers** had the most locations in Iowa, with 2,660. **Durable good wholesalers** was a close second with 2,619 locations. Finally, **Nondurable wholesalers** had 2,277 establishments statewide.

The employers listed to the left are classified in the subsector that reflects their primary industry, although each company may be engaged in other economic activities.

2017 Covered Employment in Wholesale Trade by County



Sector Statewide:

Employment - 66,501
Average Annual Wage - \$63,280

Label Key:

First line is the county name followed by average employment and finally, average wage.

Wages Less than \$44,425 \$44,426 - \$53,168 \$53,169 - \$61,420 Greater than \$61,421

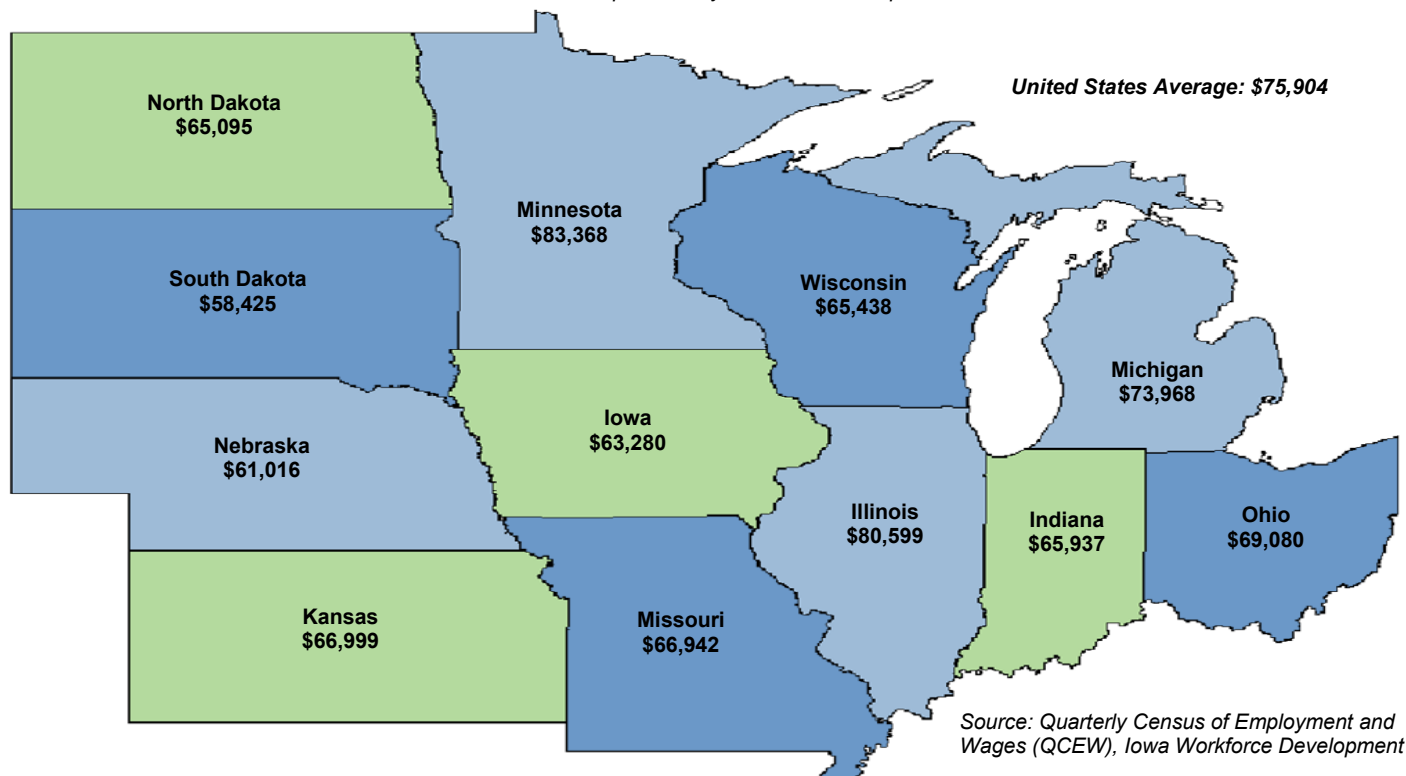
Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

<https://www.iowaworkforcedevelopment.gov/labor-market-information-division>

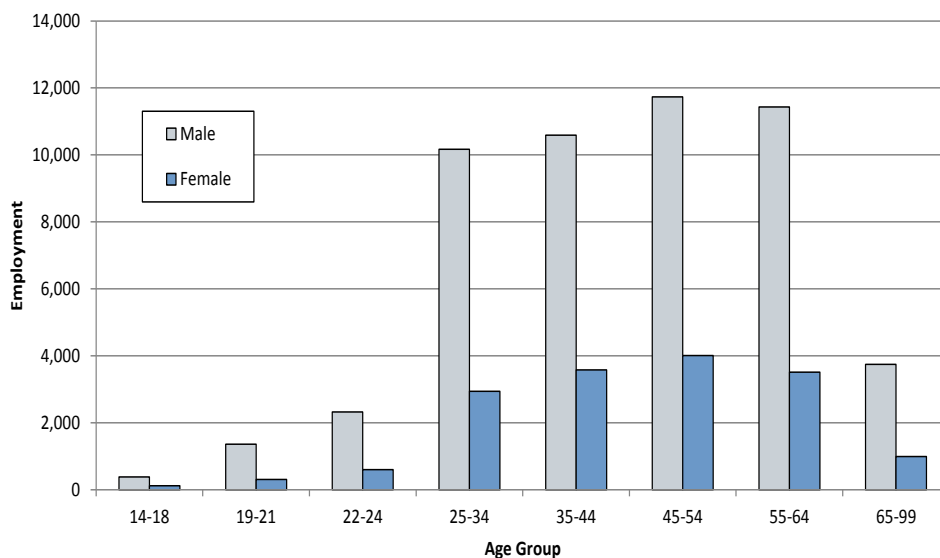
WHOLESALE TRADE IOWA INDUSTRY PROFILE

2017 Average Annual Wage for Covered Employment in Wholesale Trade

State Comparisons by Private Ownership



Industry Distribution by Age and Gender, 2nd Quarter 2017



Source: Local Employment Dynamics, Iowa Workforce Development and U.S. Census Bureau
<https://lehd.ces.census.gov/>

Contact Information

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